OPENING

small business opportunities

federal government contracting

U.S. Small Business Administration SBA

DOORS

U. S. Small Business Administration

Fernando J. Guerra

Contracting Officer & Business Development Specialist

www.sba.gov

8(a) Business Development Staff

- Mary Alice Blanco – Lead Business Dev Specialist
- Theresa Scott – Business Dev Specialist
- Lucy Salinas – Business Dev Specialist
- Linda Olinick – Admin Officer/BDS
- Stephanie Rapp - Program Assistant
- Aixa Leath - Program Assistant

www.sba.gov

TEAMING AGREEMENTS

- Contractor team arrangement means an arrangement in which two or more companies form a partnership or joint venture to act as a potential prime contractor or

- A potential prime contractor agrees with one or more other companies to have them act as its subcontractors under specified contract or acquisition

www.sba.gov

Ostensible Sub Contractor Rule

- A sub contractor that performs primary and vital requirements of a contract or where the prime contractor is unusually reliant on the subcontractor.
- This relationship will be treated as a joint venture and therefore will be affiliated for size determination purposes.

www.sba.gov

federal government contracting
small business opportunities
OPENING DOORS
SBA

JOINT VENTURES

- Size: A JV of two or more businesses concerns may submit an offer/bid as a small business for a procurement so long as each concern is small under the size standard corresponding to the NAICS code assigned to the contract.

www.sba.gov

JOINT VENTURE

- PROVIDED:
- The procurement qualifies as a “bundled” requirement within the meaning of 125.2(d)(1)(i)
- The Procurement is other than a “bundled” requirement and:
- The procurement with a revenue base size standard assigned exceeds half the size standard to the corresponding NAICS code
- For procurement with an employee base size standard, the procurement exceeds $10 million

www.sba.gov

federal government contracting
small business opportunities
OPENING DOORS
SBA

JOINT VENTURE

- Notwithstanding these provisions, a JV between a protégé and a approved mentor will be deemed small under the SBA Mentor Protégé Program.

www.sba.gov

federal government contracting
small business opportunities
OPENING DOORS
SBA

LIMITATIONS OF SUBCONTRACTING

- IAW 13 CFR 125.6 in order to be awarded a full or partial small business or an 8(a) contract or an unrestricted procurement where a concern claimed 10% SDB price evaluation preference, a small business concern must agree that:

www.sba.gov

LIMITATIONS ON SUBCONTRACTING

- In the case of a contract for general construction, the concern will perform at least 15% of the cost of the contract with its own employees (not including the cost of materials)

www.sba.gov

federal government contracting
small business opportunities
OPENING DOORS

SBA

federal government contracting

small business opportunities

OPENING DOORS

SBA

LIMITATIONS ON SUBCONTRACTING

- In the case of a contract for construction by a special trade contractors, the concern will perform at least 25% of the cost of the contract with its own employees (not including the cost of materials)

www.sba.gov

Size

- SBA's size standards define whether a business entity is small and eligible for Government programs. (reference Title 13 CFR 121.101)
- Size standards have been establish for types of economic activity or industry, generally under the North American Industry Classification System (NAICS).
- SBA considers economic characteristic comprising the structure of an industry, including degree of competition, average size…

www.sba.gov

Affiliation

- General Principles – Concerns and entities are affiliated of each other when one controls or has the power the other or a third party or parties has the power to control both.

www.sba.gov

U. S. Small Business Administration
17319 San Pedro, Bldg 2
San Antonio, TX 78232

Fernando J. Guerra

Contracting Officer & Business Development Specialist

Phone: 210-403-5926

Email: fernando.guerra@sba.gov

www.sba.gov

SBA

federal government contracting
small business opportunities
OPENING DOORS

SAN ANTONIO DISTRICT OFFICE

Pamela Sapia
District Director

The San Antonio District Office services 55 counties in South Central Texas

www.sba.gov

SBA - BUSINESS DEVELOPMENT STAFF

- Mary Alice Blanco – Lead Business Development Specialist (210) 403-5929 mary.blanco@sba.gov
- Fernando Guerra – Business Development Specialist/Contracting Officer/Veterans Rep. (210) 403-5926 fernando.guerra@sba.gov
- Theresa Scott - Business Development Specialist, HubZone Coordinator (210) 403-5912 theresa.scott@sba.gov
- Lucille M. Salinas - Business Development Specialist/Public Information Officer (210) 403-5921 lucille.salinas@sba.gov
- Linda Olinick – Business Development Specialist (detailed)/Administrative Officer (210) 403-5903 linda.olinick@sba.gov
- Stephanie Rapp - Program Support Assistant (210) 403-5924 stephanie.rapp@sba.gov
- Aixa Leath - Program Support Assistant (210) 403-5928 aixa.leath@sba.gov
- Debra Dimando – Business Development Specialist/Marketing/Success Stories (210) 403-5914 debra.dimando@sba.gov

www.sba.gov

www.sba.gov/tx/sanantonio

Lender Relations Staff

- Cindy Solano, Lead Lender Relations, (210) 403-5917 cindy.solano@sba.gov
- Annie Hudspeth, Lender Relations Specialist, (210) 403-5918 annie.hudspeth@sba.gov

For more information on the SBA Loan Guaranty Program call the Lender Relations Department at (210) 403-5918 or go to SBA website.

www.sba.gov

www.sba.gov/tx/sanantonio